

[REDACTED]

8 December 1965

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[REDACTED]

Dear Sir:

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After considerable deliberation on part of the management of [REDACTED] we regret to inform you that it is our decision not to submit a proposal on RD-6-66. There were two basic reasons for having reached this decision:

- 1) A large portion of our available R & D time has already been committed for 1966 on company sponsored research programs. The remaining time available for the subject proposal we feel would not be adequate to make a substantial contribution. We would not consider hiring additional personnel specifically for your project.
- 2) Some of the requirements as stated in your RFP on contact and projection printing have been for the past two years being researched as part of our in-house priority research and development efforts; while the other aspects concerning direct and indirect optical viewers and electronic viewers are quite honestly and frankly beyond the scope and talent of this company.

We feel that we might better serve your objectives by 1) keeping you informed of our progress of our in-house efforts, and 2) by offering our services to you as consultants once your contract has been awarded to a successful bidder.

Our R & D efforts for the past eleven years have been devoted to the development of our electronic printers and enlargers incorporating advances in electronic exposure control, electronic masking, density compression by negative feedback systems, and contrast enhancement with positive feedback systems compatible with some of your requirements. Since all of these efforts add up to image enhancement by electronic means, we feel especially well qualified to assist you in your evaluation of the progress of your successful bidder. We have explored in some depth means other than electronic for image enhancement and we hold patents in

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some of these areas, such as photochromic materials, infra-red quenching phosphors, and others. As you might imagine, these efforts were directed toward finding a system which would be superior to our present electronic unsharp masking systems. My own 8 years of experience as an employee in your community places me in an unique position of being able to evaluate the efforts of the contract awardee in terms of your specific requirements.

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We could devote a maximum of 6 man days per month to your requirement as consultants. Our standard rate of [redacted] per day for a senior engineer and [redacted] per day for the Director of Research and Development would be applicable.

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Very truly yours,

[redacted]
Vice-President, Engineering
and Development

EMK:mw
Enclosure-2 cc.